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✓ EGSA On-Site Power Generation School

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*To be held concurrently with POWER-GEN International

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POWER-GEN International 2007

December 11-13, 2007; New Orleans, LA

The world's biggest show for power generation, featuring the EGSA On-Site Power Pavilion. For exhibit information, contact EGSA at (561) 750-5575, ext. 205 or e-mail Jalane Kellough at j.kellough@egsa.org.

POWER-GEN Middle East 2007

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From the Top

Dale Slemp, 2006 EGSA President

It's Been A Very Good Year

Tempus fugit—time flies. Another year is swinging to a close, and I am pleased to say it has been a rewarding one. I have been honored to serve this past year as EGSA President, and I look forward to seeing our Association progress from a new perspective. I'm proud to say that our Association—and our industry—are growing. 77 new members have joined our ranks thus far this year (36 of which are Distributor/Dealers), and our Association is stronger and better as a result.

Our recent growth can be attributed to the increasing value of EGSA membership. As technology becomes increasingly complex, end-users of On-Site Power need more information than ever before in order to keep project costs in check and paybacks within acceptable timeframes. In short, they're creating a demand for On-Site Power Professionals who can provide them with guidance

on everything from equipment selection to service contracts. That's why the recent launch of EGSA's Generator Technician Certification Program—an industry first—is particularly timely.

The Certification Program uses rigorous testing to identify technicians with the requisite knowledge and skill to troubleshoot, service and maintain today's complex—and expensive—On-Site Power Systems. After all, end-users don't want just anybody to install and maintain their equipment. They want to be confident that all work has been performed by qualified personnel. Likewise, suppliers want assurance that routine maintenance and repairs are being performed by skilled technicians to guard against unnecessary down time or warranty repairs.

It has been said that knowledge is power, and membership in EGSA can increase your access to that knowledge.

The insights you can gain from the pages of this magazine, our annual conference programs, the On-Site Power Schools and even the On-Site Power Pavilion at POWER-GEN International can enrich you personally and professionally. Use your membership wisely. Use it to its fullest extent.

Speaking of POWER-GEN, I look forward to seeing many of you at the upcoming show in Orlando. Once again, EGSA's On-Site Power Pavilion is completely sold out, and we have every reason to believe that next year's Pavilion in New Orleans will do so as well. As you may know, the EGSA Executive Committee traveled to New Orleans several months ago to perform a site inspection and confirm that the city is ready, willing and able to host this important event. I hope to see each of you there. ■



JRS

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Education

George Rowley, EGSA Director of Education

Certification Program Update



I am pleased to announce that five more technicians passed the certification test in October. There are now 42 EGSA-certified technicians who have earned the right to wear the EGSA patch. That number will soon grow; 145 more technicians have ordered study guides and, presumably, are currently preparing to take the test. Clearly, the EGSA Generator Systems Technician Certification program is gaining momentum.

What patch?

Do the generator technicians you know wear the EGSA patch? The patch sends a message about a technician's proficiency. Think about the message that certification sends to those with whom you do business. Why would anyone want a technician who isn't certified performing critical maintenance or repair tasks? Employing certified technicians gives you an added tool with which to market your business. Certified technicians who wear the patch alert people to the fact that they are committed professionals. The EGSA-certified patch serves as a mark of excellence, and it's carried everywhere the certified technician goes.



Where do I take the test?

Are you wondering where you can take the test? Arrangements are made when the technician applies to take the test. Generally speaking, tests are given at places that are convenient for the technician such as a nearby college or university testing center. Ferris State University administers the certification

program for us and they are working diligently to increase the number of available testing sites. At this time, there are 162 proctors in 37 states. Rest assured, Ferris will work with each technician to find an appropriate and convenient testing site.

Product and program changes

We are beginning work on improving two of our major educational products and programs. Watch this column for periodic updates and progress reports.

EGSA On-Site Power School Changes—The EGSA Education Committee has been discussing the concept of a two-tiered school for some time. With the recent approval of the EGSA Board of Directors, an Education Committee sub-committee—chaired by Herb Daugherty—has developed a timeline and task list to complete the project. The committee is moving forward with this idea with hopes to implement a two-tiered school—featuring “basic” and “advanced” tiers—in 2008.

EGSA Reference Book changes—We are making progress developing the Fifth Edition of *On-Site Power Generation: A Reference Book*. The Reference Book Editorial Subcommittee (of the Education Committee), chaired by Steve Stoyanac, approved a timeline and task list for this huge project at the recent Fall Conference. A group of committee members will convene in January to make critical decisions regarding content and sequencing.

If you have any questions or comments about these or any other EGSA education programs, please contact George Rowley at g.rowley@egsa.org ■



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Codes and Standards

Herb Whittall, EGSA Technical Advisor



EGSA Challenges EPA ULSF Rule

In September 2005, EGSA submitted comments to the EPA on Proposed NSPS Standards for Stationary Compression Ignition Internal Combustion Engines (Docket OAR-2005-0029) concerning the requirement that engines rebuilt after 2007 would have to be able to use ULSF (Ultra Low Sulfur Fuel). The EPA's comments were "that any engine becoming subject to those provisions will likely be changed to a degree that refurbishing the engine to ensure ability to use ULSD will not cause significant problems." EGSA used the opportunity in replying to another proposed EPA rule to challenge that statement since EGSA is not sure how engines built between 1980 and 2005 that use high-pressure fuel systems would react to the installation of a fuel system compatible with ULSF. What will the rating, emissions and life be?

The other EPA proposed rule: *Standards of performance for Stationary Spark Ignition Internal Combustion Engines and National Emission Standards for Hazardous Air Pollutants for reciprocating Internal Combustion Engines*" (Docket OAR-2005-0030) forgot that engines go to assemblers and Dealers before they reach the final user. The above standard says that Engine Manufacturers and Users are responsible for the certified engines continuing to meet their certification requirements for the useful life of the engine (defined as three to 10 years), but never mentions assemblers or dealers. What this seems to mean is that assemblers and users cannot touch the settings of the engines once they have left the manufacturing plant even if the generator set does not meet the user's required rating. I guess

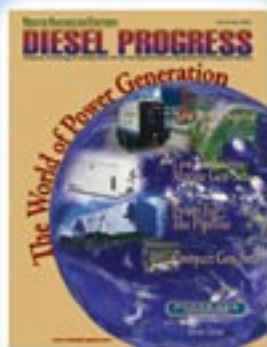
this means the engine will have to be set at the factory at the rating plus a percentage and not the rating plus or minus 3% as it was when I was in the business. I know EGSA and Kohler sent in comments concerning this to the EPA. If any other company did, I would be interested in receiving their submission.

In my article two issues ago, I told you that my application to be a member of the International Code Council's (ICC) International Fire Code (IFC) Committee had been rejected. In the September 2006 Building Safety Bulletin (The newsletter of the ICC), the lead article told me why. The lead article is titled "ICC, IAPMO End Discussions on Proposed Joint Codes." The first paragraph says, "ICC has announced that negotiations

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Codes and Standards

have ended with the International Association of Plumbing and Mechanical Officials (IAPMO) on a joint venture to develop a single plumbing code and single mechanical code.” Apparently the breakdown came about because of different philosophies on the code development process. The IAPMO wanted to keep its ANSI accreditation, similar to what EGSA and NFPA do by having a committee and voting bloc that is balanced between experts, users, manufacturers, public interest groups etc. The ICC does not do that and, as the ICC article says, “Ultimately, our members and stakeholders made it clear that they were unwilling to deviate from the ICC governmental process, in which public officials—who have no economic interest in the outcome—determine the content of the code.” Since there are no experts or others to balance the code’s contents it is no wonder that our members are having problems with the IFC, and I don’t see that there is a way

to correct these problems as long as the ICC uses this very biased process.

At the Codes and Standards Surveillance Committee meeting, Herb Daugherty (EGSA’s liaison to several code-writing bodies) brought up the September 7 e-mail from NFPA (National Fire Protection Association) concerning NFPA 99 *Health Care Facilities*. The e-mail said the Standards Council “considered a request from the Technical Correlating Committee on health Care facilities (TCC) for a proposed restructuring of the health care facilities Project to address a proposed rewrite of NFPA 99...This proposed restructuring involves revisions to the scopes and memberships of certain Technical Committees (TCs) in the project.” It turns out that the Electrical Systems Technical Committee, of which I am a member, is not changed in this restructuring. However, the Electrical Equipment Committee, which is low-voltage equipment, is to be combined with the Gas

Delivery Equipment Committee, and the two will be called the Medical Equipment Committee. In the current security-conscious world, the Health Care Emergency Management Committee is now called the Emergency Management and Security Committee.

Also in the Codes meeting, attendee Larry Bey told us he is a member of the National Electric Code (NEC) new code panel 20 which is coordinated with the Government’s Homeland Security Department. According to Bey, this panel is requiring certain buildings to meet certain standby requirements over and above NFPA 99 and NFPA 110.

The IEEE White Book *Health Care Facilities* and Gold Book *Reliability* are going to print. The IEEE Grey Book *Commercial Buildings Electrical Systems* is in the final ballot stage. The IEEE Orange Book *Emergency and Standby Power* still has some work to be done before going to ballot. ■



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For complete information on EGSA's On-Site Power Schools—including a schedule and registration materials—and full details on our Continuing Education program, visit us online at www.egsa.org.

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Communicating Price Increases to Your Customers

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Eek! Price increases from several of your suppliers! Your customers won't like that. How do you manage to pass on that price increase without losing business or giving away margin dollars?

This is becoming a major issue for distributors. The economic pendulum has inevitably reached its apex and begun to swing back in the other direction. In many industries the pressure to reduce prices is coming to an end, being replaced by upward pressure on prices. If you are like most segments of the economy, there have been more price increases announced in your industry in the last three months than in the last three years combined. Unfortunately, many sales forces are peopled with individuals who have never lived through a time of price increases. They have no frame of reference from which to view it, and no experience on which to draw.

Anxiety abounds: "Will the customer refuse to accept it? Or solicit prices from a competitor? Will I have to give away gross margin and absorb the price increase in order to keep the business?" These kinds of doubts lead to anxious and intimidated sales people, declining sales and shrinking margins.

Not a pretty picture. Yet, as in any sales problem, there are

proven practices and strategies that will make this process of managing and communicating price increases less threatening. Here's a series of seven specific ideas to help you effectively manage price increases.

Set up the situation

The announcement of an 8% price increase on a major product line shouldn't come unexpectedly out of the blue. Of course the customer is going to react strongly to the suddenness of the information. Nobody likes to receive price increases, and even worse, nobody likes to receive them without any indication that they are coming.

It's like the day I received a bill for health insurance which was 60% higher than the previous month was. No prior notice, no hint of the increase, no letter explaining it was on the way, no preparation—just a much higher premium. I reacted conventionally, and immediately picked up the phone to complain and solicit other sources. The sudden nature of the bad news fueled my negative reaction just as much as the details of the increase.

Don't let that happen to your customers. Don't wait until the price increase is a fait accompli to inform the customer. Weeks before, have a conversation with that customer about the trends in the economy toward more price increases. Share the big picture with him. Then mention other price increases that you have received in the past few months. Be specific with names of manufacturers and products to which he can relate. Mention the soaring price of oil and the inevitable downstream effect that has on all kinds of products. Mention that you are expecting an increase from XYZ component or manufacturer.

Build into your customer the general expectation that prices are going to go up, so that when the deal happens, he isn't blind sided by the information.

Prepare for your meeting with details and substance

You don't want the customer thinking that it's just your word that the prices

are going up. Bring the details. Have a copy of the letter from the manufacturer indicating the price increase. Be prepared to communicate specific details. Don't say, "Transportation charges have gone up about 20%." Instead say, "Due to the rising cost of fuel, our inbound freight charges have been increased by 19.1% from one truck line and 18.6% by another. Here's the letters from each of them informing us of the increase."

This is a great time to have the manufacturer's representative come along with you. Let the rep communicate the bad news to the customer, while you look grave, concerned and sympathetic in the background.

It's always a good idea to have someone else, other than you and your company, as the source of the price increase information. This conveys to the customer the fact that you are not raising prices; you are reacting to your prices being raised. That is a significant message to get across.

Try to inform your contact's boss of the price increase.

You want to avoid this scenario: You pass on a price increase to your key contact. He/she is fully aware of your need to pass along the increase. However, when he tells the boss about the price increase, the boss, who doesn't know all the details, reacts by directing your key contact to shop for a better price, or refuse to pay the higher price.

Instead, you be the bearer of the bad news to the boss. Handle the sales call in the same way that you did with your key contact—lots of detail, with a third party being the source of the price increase information.

The result may or may not be the same, but at least you haven't put your key contact in the difficult position of defending his decision to continue to buy the product from you.

Also, it may be that the boss is likely to be a bit older than your key contact. If that is the case, it's more likely that the



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Distributor's Corner

boss has lived through a time of regular price increases. It will come as less of a trauma to him, because he has seen it before, then it will to the younger, less experienced contact who may have, like your many of your sales people, no experience with price increases.

Give at least 30 days notice

Don't ever communicate a price increase after the fact. And don't wait for an order to say, "Oh, by the way, the price of that is now...." Instead, give the customer 30 days to enter the information on their computers, to adjust their purchase orders, and to consider alternatives.

Be sympathetic to your customers' situation. This is a case when the golden rule, Do unto others as you would have them do unto you, should be your guiding principle.

Take the initiative and offer alternatives

If you sense that the price increase is going to prompt the customer to search for an alternative, take the initiative and offer an alternative. Do a little research. If the company is buying the high priced option, and that is going up by 6%, as you transmit the details of the price increase, suggest that he may want to review a less expensive alternative. Have the alternative product ready to discuss with the customer.

This does a number of things. It communicates to the customer that the price increase is a done deal - the only option is to buy a product of lesser quality. There is no option to beat down the price increase. So, you get the customer thinking of alternatives.

Secondly, it allows you to decipher the mind of the prospect. If given the option of considering a less expensive alternative, if the customer shows no interest in the option, it's a good indication that he's going to accept the price increase, and not shop around.

Third, if the customer bites on the less expensive alternative, then you are still in the game. It's better to retain the customer with a less expensive alternative, and maybe lose a little sales volume and gross margin dollars, then it is to lose the customer and walk away with nothing.

Make it easy for the customer to implement the price increases

Make it easy for him to input the new information on his computer, to adjust his purchase orders, to note his requisition cards. The easier it is for him to implement the mechanics of the price increase, the more likely he will do it. If the customer is buying 15 items in a line from you, don't just say the prices are going up by 6%. Instead, give him a spread sheet with each of the item numbers on it, the old price per unit, and the new price per unit.

If you make it difficult for him to implement -- he has to look up the item numbers that are affected by the increase, he has to figure out the new price of each item, he has to communicate it to the using department, etc. - you make it more likely that he'll balk at that effort and resist the price increase.

Be confident and matter of fact

Price increases are a fact of life at certain points in the economic cycle. Nobody likes them, but no one customer can stem the tide. So, your customer has to adjust to the fact of rising prices, just like you and your suppliers do.

Understand that. Be confident in it. If you are tentative, timid and intimidated by the price increase, you'll stimulate lots of push back from the customer. That push back is doomed to take up a lot of your time and the customer's time. You'd both be better off just accepting the fact of life that prices are going up, adjust, and go on with your business.

That should be your attitude. Convey it in your demeanor, in your attitude and in your conversation. Be confident and your customer will likely react in like manner to you.

Remember, no one likes price increases, but they are a fact of life. As a professional salesperson, you can manage this process with excellence or you can allow it to upset you and your customers. Implement these seven strategies and you will handle the inevitable price increase with finesse and confidence.

If you'd like to talk to Dave about how he can help to increase your sales margins you can reach him at 800-331-1287 or via email at dave@davekahle.com.

About the Author

Dave Kahle, the Growth Coach, is a consultant and trainer who helps his clients increase their sales and improve their sales productivity. Dave has trained thousands of salespeople to be more successful in the Information Age economy. He is the author of over 500 articles, a monthly e-zine, and six books including his most recent Career Press release "Ten Secrets of Time Management for Salespeople." His Kahle Way® Sales Management System empowers sales managers to instill accountability and communication in the sales force. You can join Dave's Thinking About Sales electronic newsletter online at www.davekahle.com For more information or to contact the author, contact DaCo Corporation, 3736 West River Drive, Comstock Park, MI 49321; 800-331-1287, Fax 616-451-9412; info@davekahle.com or visit www.davekahle.com ■



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On-Site Power Professionals 'Rise to the Challenge' at EGSA's 2006 Fall Conference

On-Site Power professionals from across the country and around the industry met in Rancho Mirage, CA recently to attend the Electrical Generating System Association's 2006 Fall Technical & Marketing Conference. The meeting—held September 17-19 at the Rancho Las Palmas Resort & Spa—offered an engaging and informative three-day program that touched on a variety of issues impacting today's On-Site Power industry. Throughout the course of the event, attendees were afforded a number of business networking opportunities ranging from committee meetings to recreational activities during which they might work—and play—alongside the industry's top players.

"After the most active hurricane season in recent history, we are seeing a lot of interest in On-Site Power," says EGSA Executive Director Jalane Kellough. "Hurricanes Katrina and Wilma raised awareness concerning the need for emergency power, and On-Site Power Professionals are preparing themselves for another period of unprecedented growth. As a

result, they are actively gathering information regarding new opportunities in residential and light commercial markets. They are also seeking information on sound business strategies that can maximize those opportunities and help secure their place in the growing market. This year's conference program was structured to give attendees the timely information they need and outline various strategies to make the best use of it."

Educational Sessions

Kicking off the educational sessions with "The Current Economy," economist Dr. Gene Stanaland, President of GSE, Inc., analyzed the current economic condition with an emphasis on events leading up to the conference. Dr. Stanaland also discussed the economic policies and events leading to our current economic condition and analyzed how Washington political activity has impacted the economy. Dr. Stanaland then concluded his presentation with a forecast through the end of 2007.

In "Design and Application of a Variable Speed Controller," Bill Young, Owner of Industrial Power Systems, Inc., and Alan McDonnell, Sales Manager for Youtility, Inc., led attendees through a brief history of the evolution of variable speed controllers. Variable speed controllers, said Young and McDonnell, are ideally suited for applications with low average power demands. Cranes that require full power for short periods, for example, are good candidates. The controller allows the engine to idle for most of the time and increase in speed only when needed. The most economical applications, noted Young and McDonnell, are those that require variable load or less than full load. Grid connect, stand alone or parallel unit operations and applications requiring a high degree of power quality also benefit. Variable speed controllers also offer improved total efficiency for part-load conditions in Combined Heat and Power (CHP) installations.

In "Extending the Run-Time of Stand-By Diesel Generators Using Natural Gas,"



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Jason Green, Product Manager for GTI Division of Altronic Controls, Inc., discussed how On-Site Power Professionals can address the challenges and limitations fuel storage can place on diesel generator operation. Stand-by diesel generators, said Green, are typically restricted to only brief periods of continuous operation as governed by the size of their fuel storage tanks. Although highly useful for intermittent power losses, their utility is substantially diminished during extended power failures as the duration of the outage can rapidly exceed the generator's fuel capacity. As last year's highly active hurricane season proved, widespread blackouts can persist for days (if not weeks), said Green, and many facility managers find it difficult, if not impossible, to arrange for diesel fuel deliveries before their initial supply is exhausted.

Green showed his audience how proven technologies are being employed today to significantly increase the run time of stand-by generators using pipeline-supplied natural gas. These "bi-fuel" technologies allow for the safe use of low pressure natural gas as a substitute for a major portion of a generator's normal diesel fuel requirement. Conversion to bi-fuel operation typically requires no generator modifications, said Green, maintains original generator performance levels and can be done in a retrofit manner on nearly all existing generator models. By decreasing diesel fuel consumption rates by up to 70%, he added, bi-fuel technologies can effectively increase generator run time by a factor of four, thus allowing facility managers the critical time they need to arrange for diesel re-supply during an extended outage. What's more, he noted, operators who convert to bi-fuel operation are able to maximize the utility of their stand-by generator while avoiding the substantial cost and regulatory hurdles associated with installing additional diesel fuel tanks and containment systems.

In the "Preventive Maintenance Contract Forum Panel Session," John Kelly, Jr., President of Kelly Generator & Equipment Co., and James Chittum, Master Scheduler for Planned Maintenance at Cummins Southern Plains, discussed the strategies necessary for a successful Preventive Maintenance (PM) program.

PM programs, said the panel, only succeed when captured in contract form and supported by a robust scheduling and dispatching system. By centralizing the control of all PM contracts, the Distributor can create specific routes and assign work orders more efficiently. The use of a detailed checklist of maintenance points to be covered, said the panel, is an important means to simultaneously guide the technician and inform the customer of the tasks that have been performed.

Luncheon Keynote

In "Developing a Comic Vision," speaker Tim Gard, nationally recognized as an authority on stress reduction through humor, taught attendees how to unlock

the power of their own "comic vision," improve their relationships and turn adversity to their advantage. Gard related how, while working with the Montana Department of Social and Rehabilitation Services, he developed a training program to help his co-workers deal with stress, burnout and compassion fatigue. In doing so, he said, he discovered that sharing his own sense of humor enabled others to develop a "comic vision" of their own. The end result, said Gard, was "a natural, effective and fun way for people to deal with—and even avoid—the sometimes intense personal and professional stress encountered every day."

Continued on page 23

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Annual Fall Conference

Other Sessions

In "Testing, Maintenance and Upgrade of Power Switching and Controls in Mission Critical Facilities," Jack Petro, Vice President for Power Systems and Service at ASCO Power Technologies, discussed how the life cycle of power switching and control systems can be impacted by more than just testing and maintenance. Application and design, manufacture, shipping, installation, commissioning, startup and staff training can all influence a system's lifespan. Power switching and control systems, he added, should be designed for maintainability and the ability to be tested and upgraded—all of which can extend the useful life of the system.

In "Making Waste Productive," Michael Gratz, President of NewBio E Systems, Inc., showed attendees how residual waste solids from the food processing industry may one day become a traditional fuel source. Currently, the waste is transported to landfills, land applied or used for animal feed—options that are increasing in cost and growing

in disfavor. Gratz demonstrated that the material can be used more efficiently by generating energy on-site or in regional biomass-to-energy centers, thus providing distributive generation to meet 5-20% of the industry's energy demand. To illustrate his point, Gratz presented a number of case studies and revealed his findings on developing site-specific and regional biomass-to-energy facilities.

Manufacturer's Showcase


In addition to receiving some of the latest market trends and data, attendees also were afforded ample opportunity to visit with some of their most important suppliers in the EGSA Manufacturer's Showcase. A high point of every conference and convention, the showcase featured table top displays of product literature, magazines and product samples. Breakfasts were even held in the exhibition hall to help facilitate networking with the Distributor/Dealers in attendance.

The Association's next major event—the 2007 EGSA Annual Spring Conven-



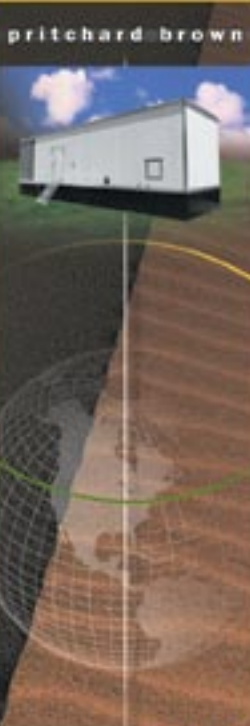
The 2007 EGSA Annual Spring Convention will be held March 18-20 in Savannah, GA.

tion—will be held March 18-20 in Savannah, GA. Speakers will cover business and technical aspects of On-Site Power Generation and current industry trends. Registration information will be forthcoming within the next several weeks. ■

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POWER-GEN in Orlando

All eyes are on Orlando as the On-Site Power Industry gears up for the biggest ticket of the season: POWER-GEN International 2006, to be held November 28-30 at the Orange County Convention Center. This year's event is expected to draw more than 20,000 power professionals from 75 countries and over 1,100 exhibiting companies. The Electrical Generating Systems Association (EGSA) will again feature its highly successful On-Site Power Pavilion, a "show within a show" that offers a focus on On-Site Power Generation that is unequaled in the industry.

With about one million square feet of exhibit space, POWER-GEN International maintains its position as the biggest—and most important—of power industry events. By extension, that makes the EGSA On-Site Power Pavilion—located within the heart of the POWER-GEN show—the most important On-Site Power exhibition of the year as well.

Conference program

This year's On-Site Power session track touches on a wide variety of issues, trends and topics. From the CHP market information to waste-to-energy revenue opportunities, POWER-GEN's program could very well set the market's tone for months to come.

Thanks to the Energy Policy Act of 2005, the power industry is facing a myriad of important questions today. Will natural gas prices fall as liquefied natural gas supply projects come online?

How many of the 100-plus coal-fired power plants under development will make the final cut? Will nuclear power muscle its way back onto the power generation stage? How large of a role will renewable energy play? Will mounting environmental pressures lead to new restrictions on carbon dioxide emissions? These questions—and others—will be addressed by this year's conference program.

EGSA events

EGSA will host its final On-Site Power School for 2006, to be held on site and concurrently with the show. Students receive a technical overview of the different parts of an engine generator set, from voltage regulators to switchgear to controls.

Optional seminars on the basics of engines and generators, reading and interpreting bid documents, and genset service troubleshooting also are offered before and after the school's "core program." Students also will receive free tickets to walk the POWER-GEN show floor.

Finally, EGSA will hold its annual On-Site Power Reception at the Convention Center on Tuesday, November 28, from 6:15-7:45 p.m. To be held in the Center's North/South Building, Room S230H, the reception provides On-Site Power Professionals with an opportunity to network in a relaxed atmosphere steps away from the hectic show floor. For more information, visit www.egsa.org ■

On-Site Power Educational Sessions

On-Site Insights

Chair: John Hoeft, Advanced Marketing Insights
Co-chair: Ray Kacvinsky, Marathon Electric Mfg. Corp.

On-Site Power installations require the right partners, stable fuel prices and CHP technology benefits. This session explores the right kind of team members, CHP solutions and economic issues to consider in your next project.

Criteria for Selecting Teammates for On-site Power Project Development

Gary Farmer, Alban Engine Power Systems

Combined Heat and Power and Natural Gas Price Volatility

Paul Bautista, Discovery Insights LLC

Cool Cogen

Gearoid Foley, Integrated CHP Systems Corp.

Mitigating the Effects of High Fuel Prices on the Economics of Combined Heat and Power
Chach Curtis and Jim McNamara, Northern Power Systems

Trash to Cash

Chair: Leon J. LeBlanc, Nixon Energy Solutions
Co-chair: Andrew J. Ulavege, Enercon Engineering Inc.

Revenue-producing opportunities in waste-to-energy projects, highlighting economics, pitfalls and equipment selection. Presentations include:

Landfill Gas: A Proven Source of Renewable Energy

Victoria Ludwig, U.S.EPA - LMOP

Waste-To-Energy Projects Using Low-Btu Reciprocating Generating Sets

Keith Packham, Cummins Power Generation

Overview of Renewable Energy Credit Markets

Timothy Smith, Element Markets LLC

Making Waste Productive

Michael Gratz, NewBio E Systems Inc.

Reducing Energy and Water Consumption Through Optimization of Existing Equipment
Carol Pullen, HACH Company

Update on the Current Status of DG Interconnection Protection - What IEEE P-1547 Doesn't Tell You about DG Interconnection Protection

Charles Mozina, Beckwith Electric Company Inc.

On-Site Emerging Solutions

Chair: Steven M. Zastrow, Tramount

Numerous forces affect how On-Site Power is defined, developed and operated. This session explores emerging solutions in On-Site Power Generation including economics, reliability, technology and efficiency.

Combustion Turbines vs. Reciprocating Engines: Selecting Prime Movers for On-site CHP Systems

Chris Fuhrer, Cummins Power Generation

The Emergence of Microgeneration, Potential Growth Paths and Impacts on the Electricity Industry

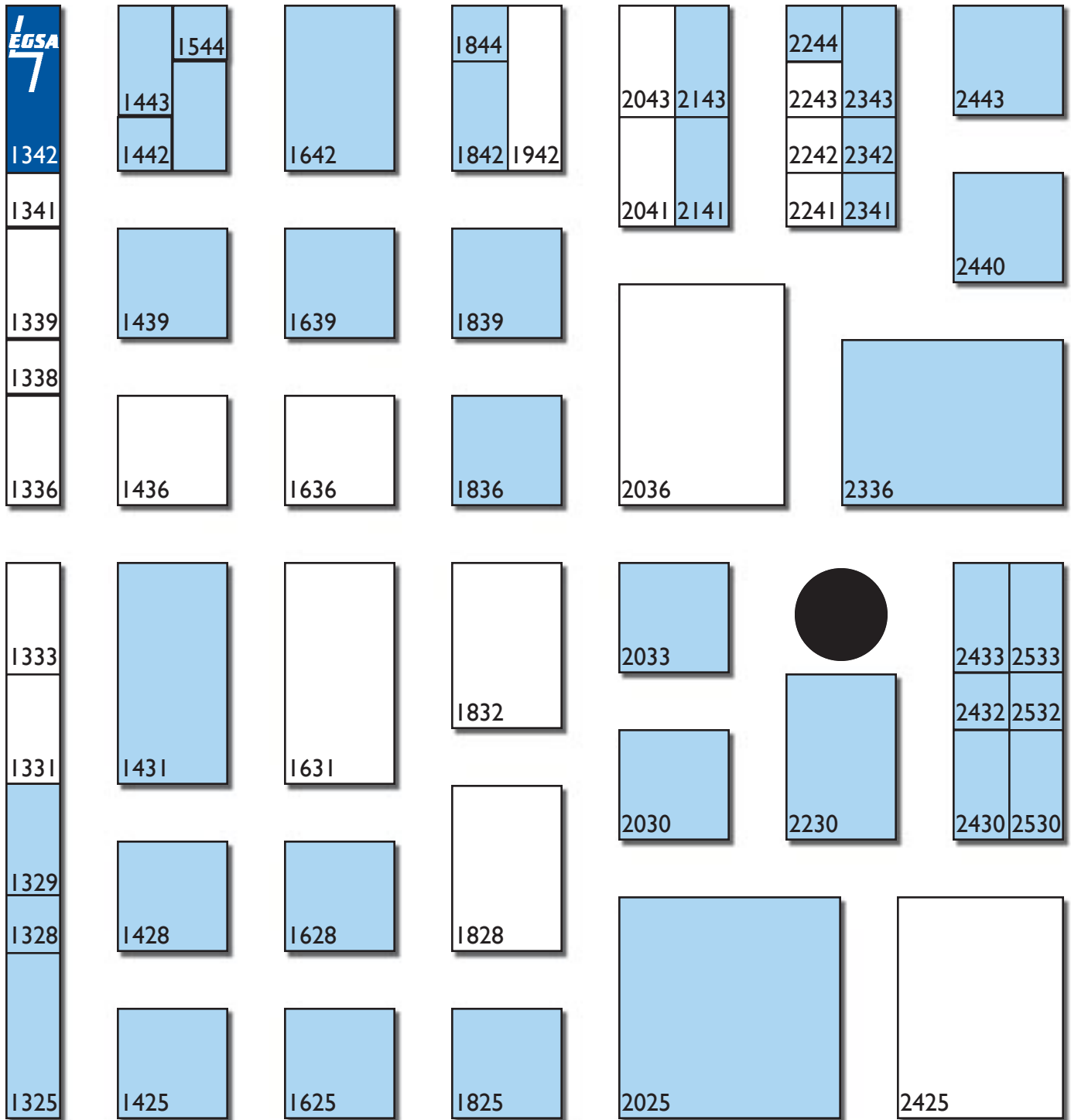
Michael Brown and Jon Slowe, Delta Energy & Environment

Automated Power Management Systems for Power Consumers with On-Site Generation
Scott Manson and Saurabh Shah, Schweitzer Engineering Laboratories Inc.

Embedded Generation, Turning Emergency Generation into Revenue, A Case Study

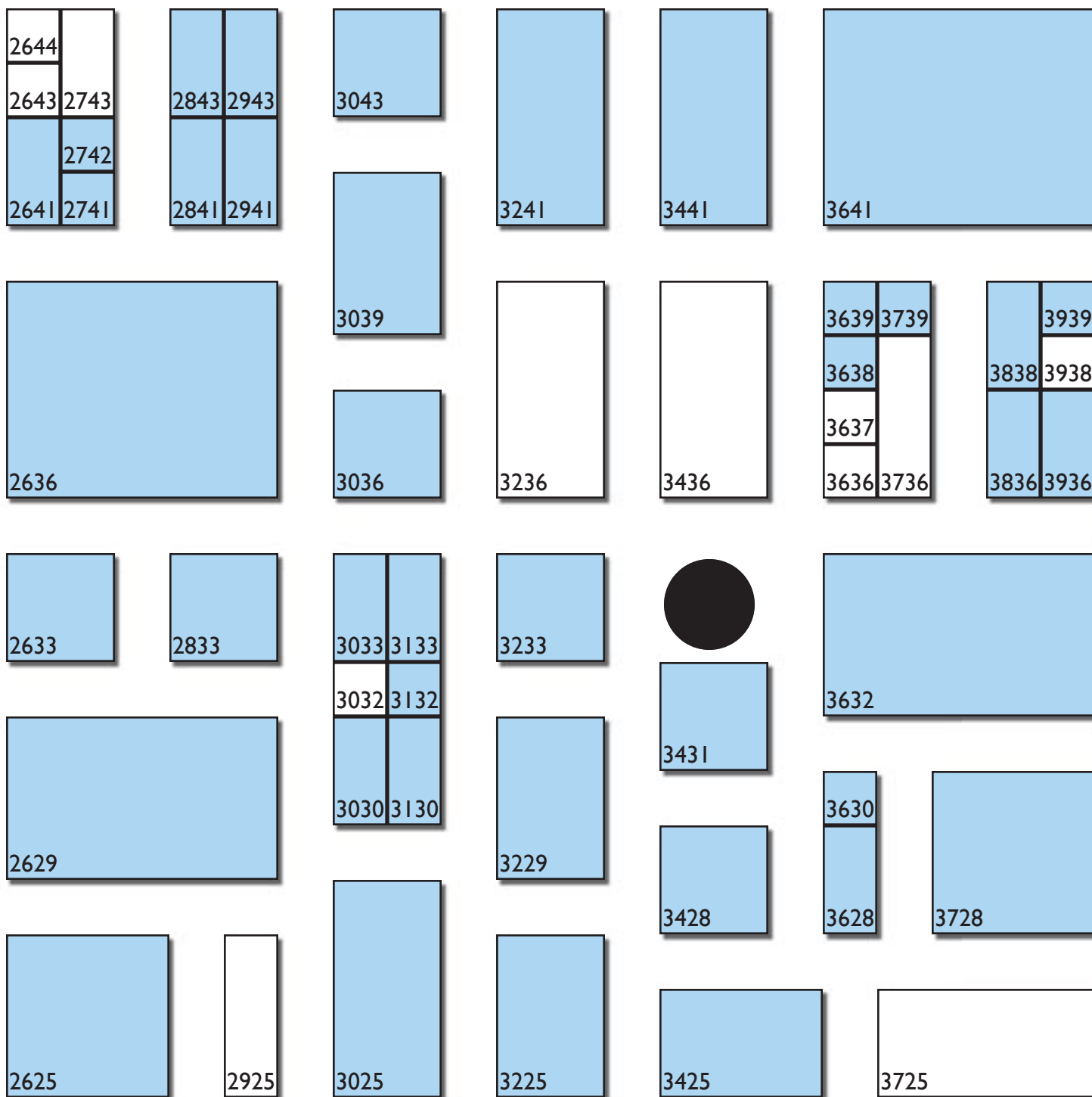
Raymond Tracey, Essex Power Corp.; Darryl Ireland, EnerQuest Services Inc.; Bud Vos, Comverge; Cole Cacciavillani, GenSet Resource Management

The EGSA On-Site Power Pavilion



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Association and Industry News

Cummins Receives "Technology Leadership" Award

Cummins Power Generation, a business unit of Cummins Inc. has received the "2006 North American Diesel Engine Technology Leadership of the Year Award" from Frost & Sullivan, a global growth consulting company. In granting the national award, Frost & Sullivan noted it was in recognition of "impressive advancements and market leadership in emissions technology and [Cummins Power Generation's] presence as a major environmentally minded market participant."

Frost & Sullivan presents the award each year to a company that has demonstrated excellence in technology leadership within their industry. According to the award citation, Cummins "has demonstrated technology leadership by excelling in all stages of the technology life cycle—incubation, adaptation, take-up and maturity—to ensure a continuous flow of improvements." For more information, visit www.cumminspower.com.

Eaton Named "Power Quality Company of the Year"

Frost & Sullivan has selected Eaton as the recipient of the 2006 Power Quality Company of the Year Award for its continued accomplishments in the power quality markets. The Award recognizes a number of achievements including a demonstrated ability to increase market share and enhance the value of product ownership for its existing customers.

The company's growth is attributed to Eaton's offering of a "solution-based strategy" to its customers. The company has worked toward building intelligence into its power quality products and continued to expand its global footprint.

"With the launch of PowerChain Management Solutions, Eaton can now provide end-to-end custom solutions to its customers who want turnkey solutions," says Frost & Sullivan Program Manager Vishal Sapru. "This coupled with its service group both for the specification and the installation and on-going maintenance is a really strong solution."

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Customer service is a focus of the company. Eaton has a robust distribution channel and its customers can rely on the

Industry News is continued on page 42

It's Like Having Your Own

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Stay on Top of Your Game with EGSA's Electrical Generator Systems Technician Certification Program

Think things move pretty fast in today's business world? Think how fast they'll be moving one, five or even 10 years down the road. That's why you need every advantage to stay on top.

It's no secret that technology is becoming more complex—not less—and that makes today's On-Site Power Generation System a lot more expensive. End-users—your customers—don't want just anybody with a basic knowledge of mechanics to install and maintain their equipment. They want to be confident that all work has been performed by qualified personnel. Suppliers want assurance that skilled technicians are performing maintenance and repairs to guard against unnecessary returns or warranty repairs.

As Good as Your Word

In the past, your word was the only assurance that your technicians are skilled and knowledgeable. But now, through EGSA's Electrical Generator Systems Technician Certification Program, there is a way that you can back up those words with objective evidence of your technicians' proficiency.



EGSA offers you a big advantage: For the first time in our industry, we have an objective and accurate way to determine generator technician proficiency. That means that the same standards will be used to measure the skills and knowledge of technicians from Maine to Manitoba and Mexico. Yes, Manitoba and Mexico! EGSA has determined that there is no reason why the test could not be fairly applied to any NAFTA technician.

What are the Benefits?

For the Employer, certification helps ensure that your technicians have the critical knowledge and skills to succeed in their jobs. And everyone will be comfortable knowing that your certified technicians' expertise has been confirmed by the industry organization through a program that was developed by a university. Encour-

aging and helping your technicians become certified signifies your commitment to the highest of standards. Plus, it lends an added level of credibility to your firm and can sharpen your competitive edge. Employing certified techs will promote customer satisfaction and you won't have to be shy about offering assurance that your techs are qualified. Certification can also help you select potential new hires, analyze job performance, evaluate employees and motivate technicians to enhance their skills and knowledge.

Think about the message that certification sends to those with whom you do business. Why would anyone want a technician who isn't certified performing critical maintenance or repair tasks? Employing certified technicians gives you an added tool with which to market your business.

As our members have said, "We've seen too many backyard mechanics damage expensive equipment. This program will provide credibility for my company and will help build pride and a commitment from technicians to be the best."

For the Technician

Certificate holders benefit too. Certification shows employers, clients, and associates that you are committed as a professional. It provides recognition of your knowledge and skill, shows your commitment to your profession and can help with job advancement. Certification is a mark of excellence that you carry with you everywhere you go.

Acquiring certification indicates that you have the knowledge and proficiency required to perform as an Electrical Generating Systems Technician professional. Becoming certified can increase your salary, enhance your skills, and make your job more satisfying.



Certification helps ensure that your technicians have the critical knowledge and skills to succeed in their jobs.

The Certification Test

EGSA collaborated with Ferris State University to develop the certification test and program. Through a scientific process, our panel of technical experts identified 12 duty areas (such as “Basic Electricity”) and 61 tasks (such as “demonstrate knowledge of AC electrical theory”) within the duty areas. The duty areas and tasks were ranked and rated in terms of their relative importance, the frequency with which a task is performed, and skill level (i.e. Senior/Expert; Intermediate; and Entry Level.) All this data was combined to develop the certification test that was then statistically validated through a pilot test taken by generator technicians from across the United States.

Who can take the Test?

There are no pre-qualifications for taking the EGSA Certification test. We recommend three or four years of field experience before taking the test. Technicians who have had formal education in On-Site Power Generation (a degree or certificate from a technical school or community college) may need less field experience. Those who pass the test will have a comprehensive knowledge of basic electricity, the functions of a gen-set’s mechanical and electrical components, the interactions and relationships among components and an understanding of various elements of the installation, service, maintenance, and repair of gen-sets and On-Site Power Generation Systems.

CERTIFICATION TESTING COVERS:

- Automatic Transfer Switches
- Communication & Documentation
- Engine Generator Instrumentation & Controls
- Multiple Generator Switchgear & Controls
- Troubleshooting System Problems
- Auxiliary Support Systems
- Basic Electricity
- Prime Movers
- Governors
- Voltage Regulators
- Generators/Alternators

Use the Study Guide to Prepare!

Use of the program’s Study Guide is an excellent way to help techs prepare for the test and should clearly indicate if they are ready to take (and pass) the certification exam. In addition to useful formula pages, the guide contains almost 200 multiple choice practice questions that cover all parts of the certification test. In addition to identifying the correct answer, the guide also indicates in most cases why a particular choice is correct

and why the others are incorrect. The Guide also identifies resource material where techs can get additional or more in-depth information about a given topic.

Need more information? Visit www.egsa.org to find extensive and detailed information about the certification program. Or contact EGSA Director of Education George Rowley via e-mail at g.rowley@egsa.org.



DISCLAIMER OF LIABILITY

Certified status is an indication that an individual has completed a combination of defined education, experience or examination requirements. However, Certification is not a guarantee or assurance of the competence or ability of any particular individual. Further, given the rapid changes in the field, the Electrical Generating Systems Association cannot warrant that the Examination and other Certification materials will at all times reflect the most current state of the art.

The Electrical Generating Systems Association disclaims liability for any personal injury, property or other damages of any nature whatsoever, whether special, indirect, consequential or compensatory, directly or indirectly resulting from the Certification Program or the acts or omissions of any person who has been Certified by the Electrical Generating Systems Association. In conducting the Certification Program, including issuing Certifications, the Electrical Generating

Systems Association is not undertaking to render professional or other services for or on behalf of any person or entity, nor is the Electrical Generating Systems Association undertaking to perform any duty owed by any person or entity to someone else. Anyone using the services of a person who has been Certified should rely on his or her own independent judgment or, as appropriate, seek the advice of a competent professional in determining the exercise of reasonable care in any given circumstances.

Electrical Generating Systems Association
1650 S. Dixie Hwy, Suite 500 • Boca Raton FL 33432
561/750-5575 • Fax: 561/395-8557 • www.egsa.org





Stay on Top of Your Game with the EGSA Electrical Generator Systems Technician Certification Program

Do your techs wear this patch? This is the uniform patch worn by Certified Technicians. It sends a clear message that this Tech and his Employer are special. The Tech has proven his skill and knowledge by passing a rigorous test; his Employer is committed to excellence and high standards. Certified Technicians can proudly use the title "EGSA Certified Electrical Generator Systems Technician."



EGSA Member Item Number	Non-Member Item Number	Quantity	Item Description	EGSA Member Price	Non-Member Price	Item Total
FSU 089			EGSA Electrical Generator Systems Technician Certification Test (EGSA Member)	\$160		
	FSU 089		EGSA Electrical Generator Systems Technician Certification Test (Non-Member)		\$425	
FSU 091			EGSA Electrical Generator Systems Technician Certification Study Guide (EGSA Member)	\$35		
	FSU 092		EGSA Electrical Generator Systems Technician Certification Study Guide (Non-Member)		\$75	

Electrical Generator Systems Technician Certification Test Application and Study Guide Order Form

6% sales tax applies to sales of Study Guides to Michigan Residents ONLY. If your Michigan company is tax exempt, please fax a copy of your tax exempt status or include a copy with this order form when ordering by mail.

Sub Total
 MI Residents Add 6% Sales Tax (See Note)
TOTAL DUE

Payment

IMPORTANT! FULL PAYMENT MUST ACCOMPANY THIS FORM.
 Faxed forms **must** include credit card numbers or they can not be processed.

- ☐ Check (made payable to Ferris State in U.S. funds)
☐ Purchase Order Number _____
☐ American Express ☐ VISA ☐ MasterCard ☐ Discover

Credit Card # _____

Cardholder: _____

Exp. Date: _____ Security Code/CVV2 Number*: _____

*VISA/MC: the CVV2 is the last 3 digits of the number printed on the back of the card;
 AMEX: the CVV2 is the 4-digit number above the card number on the front of card.

Credit Card Billing Address:

Signature: _____

Shipping

Please note: shipping to a physical street address will avoid delays. Shipping costs are included in U.S.A. deliveries. Shipping outside the U.S.A. is additional. If your shipment is outside the U.S.A, contact Ferris State to determine the actual charges.

This address is a ☐ Residence ☐ Business ☐ Both

Ship to (Name): _____

Company: _____

Address 1: _____

Address 2: _____

City: _____

State: _____ Zip: _____

Phone: _____

FAX: _____

Email: _____

Mail or Fax this completed form with payment to

Ferris State University

EGSA Certification Program

1020 Maple Street-Room 115 • Big Rapids, MI 49307

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Application for Membership

ELECTRICAL GENERATING SYSTEMS ASSOCIATION

1650 South Dixie Highway, Suite 500, Boca Raton, FL 33432 • (561) 750-5575 • FAX (561) 395-8557

E-Mail: e-mail@egsa.org • World Wide Web: www.egsa.org

EGSA's mission is to bring together representatives of the various segments of the On-Site Power Industry, to learn, share ideas and experiences, advance the science of On-Site Power generation, improve performance and profitability of members, and the quality of service to power users.

1. Contact Information

Please type or print all information in upper and lower case (NOT ALL CAPS!)

Company _____
Address _____
City _____ State/Province _____
Zip/Postal Code _____ Country _____
Phone _____ FAX _____
Official Representative _____ Title _____
Representative's E-Mail _____ Company's Web Address _____
How did you hear about EGSA? ☐ Web site ☐ Powerline magazine ☐ Colleague ☐ POWER-GEN ☐ Other _____
Why are you joining EGSA? ☐ Certification Program ☐ CEU Program ☐ Power Schools ☐ Buyers Guide Listing ☐ Other _____

2. Member Classification

Read the Membership classifications below and check the box that describes your firm's classification.

I. FULL MEMBERSHIP

- ☐ MF **Manufacturer Membership**
Any individual, sole proprietor, partnership or corporation seeking membership must apply for a Full Membership as a manufacturer if they meet one or more of the following criteria:
1. They manufacture prime movers for power generation.
 2. They manufacture generators or other power conversion devices producing electricity.
 3. They manufacture switchgear or electrical control devices.
 4. They manufacture or assemble generator sets, UPS systems, solar power, hydropower, geothermal, or any other power production or conversion system including related components or accessories for national or regional distribution.
 5. They are a wholly owned subsidiary of a firm which qualifies under rule one through four.
- ☐ DD **Distributor/Dealer Membership**
Any individual, sole proprietor, partnership or corporation actively engaged as a distributor or dealer for products listed under Manufacturer Membership may apply for Full Membership as a Distributor/Dealer. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.
- ☐ MR **Manufacturer's Representative Membership**
Any individual, sole proprietor, partnership or corporation actively engaged in the representation of products listed under Manufacturer Membership may apply for Full Membership as a Manufacturer's Representative. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.
- ☐ EM **Energy Management Company Membership**
Any individual, sole proprietor, partnership or corporation engaged in energy management, including Energy Service Companies (ESCOs), Independent Power Producers (IPPs), Integrators, Aggregators, and other similar enterprises may apply for Full Membership as an Energy Management Company.
- ☐ **Associate Full Membership** (mark appropriate category at right)
Any individual, sole proprietor, academic institution, student, partnership or corporation meeting the requirements of Associate Regular Membership may apply for Full Membership at their option to enjoy the privileges of Full Membership, including the rights to vote and to serve on EGSA's Board of Directors. Initiation fees and annual dues will be assessed at the existing non-manufacturers' Full Member rates.

II. ASSOCIATE REGULAR MEMBERSHIP

- ☐ AA **Trade Publication Membership**
Any trade publication dealing with the electrical generating systems industry or its suppliers may apply for Associate Membership—Trade Publications.
- ☐ AB **Trade Association Membership**
Any trade association made up of individual or company members sharing a common interest in the electrical generating systems industry may apply for Associate Membership—Allied Associations.
- ☐ AC **Engineer Membership**
Any consulting or specifying engineer may apply for Associate Membership—Engineer. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AD **End-User Membership**
Any individual employee of a company who owns or operates electrical generating equipment and/or related switchgear or components, whose responsibility to his employer includes planning, design, installation, supervision, or service of such equipment may apply for Associate Membership—User. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AE **Service Membership**
Any individual, organization or academic institution that offers services such as research, testing or repair to the electrical generating systems industry may apply for Associate Membership—Services. Membership may either be held in the individual's name or the organization's name under this classification. Individual companies whose employer or parent organization qualifies as a Full Member, as described in the Full Membership section, do not qualify for this category.
- ☐ AG **Educational Institution Membership**
Any postsecondary vocational-technical school or college offering on-site power generation-related instruction may apply for Associate Membership—Education Institution.
- ☐ AR **Retiree Membership**
Any individual who retires from a member company may apply for Associate Membership—Retired. This classification does not apply to any individual who is employed more than 20 hours per week.
- ☐ AF **Student Membership**
Any individual currently enrolled at an academic institution may apply for Associate Membership—Student.

FOR BOARD OF DIRECTORS USE ONLY

☐ YES ☐ NO Date: _____
Name (Print) _____
Signature _____

FOR OFFICE USE ONLY

Amount Paid \$ _____ Check Number _____
Date Received _____ Date Processed _____
Mentor Assigned _____ Committee Interest _____

Application for Membership – page 2

Dues Schedule (Use for Section 3)

	Annual Dues	Initiation/Fee	TOTAL
Manufacturer.....	\$825.....	\$200.....	\$825.....
Energy Management Companies.....	\$825.....	\$200.....	\$825.....
Distributor/Dealer.....	\$285.....	\$100.....	\$285.....
Manufacturer's Rep.....	\$285.....	\$100.....	\$285.....
Regular Associate Member.....	\$200.....	\$100.....	\$200.....
Full Associate Member.....	\$285.....	\$100.....	\$285.....
Retiree Member.....	\$90.....	\$0.....	\$90.....
Student Member.....	Complimentary.....	\$0.....	\$0.....

**Initiation Fee is
Waived Through
2/28/07!**

NOTE: A FULL 12-MONTH DUES PAYMENT MUST BE RECEIVED WITH THIS APPLICATION. The Association's Membership Year is January 1 through December 31. Dues payments that extend beyond the first Membership Year will be applied to the second year's dues.

FULL PAYMENT MUST BE RECEIVED WITH APPLICATION.

3. Membership Dues (Please fill in the appropriate TOTAL amount from the above dues schedule.)

Membership Dues \$ _____
Membership Plaque (optional)** \$ 39.95**
On-Site Power Reference Book (optional)** \$ 125.00**
Florida Residents: Add 6.5% Sales Tax to ** items \$ _____
Continental US Residents add \$5 shipping/handling to ** items. \$ _____
Non Continental US Residents should call EGSA
Headquarters for shipping charges for ** items. **TOTAL** \$ _____

4. Payment Method (Payable in US\$ drawn on U.S. bank, U.S. Money Order, or American Express)

☐ Check # _____ Amount \$ _____
☐ Money Order
☐ Mastercard ☐ Visa ☐ American Express
Card # _____ Exp. Date _____
Signature: _____
Print Name: _____

5. Products/Services Please describe the nature of your business (50 words or less, NOT ALL CAPS) If you are a Manufacturer's Representative or Distributor, please indicate which manufacturers you represent and/or distribute for:

Available Codes:

01 ---Batteries/Battery Chargers	11 ---Generators/Alternators	21 ---Switchgear and Transfer Switches (Automatic or Manual), Bypass Isolation Switches, and/or Switchgear Panels
02 ---Control/Annunciator Systems	12 ---Governors	22 ---Trailers, Generator Set
04 ---Enclosures, Generator Set	13 ---Heat Recovery Systems	23 ---Transformers
05 ---Engines, Diesel or Gas	14 ---Instruments and controls, including meters, gauges, relays, contactors, or switches	24 ---Uninterruptible Power Supplies
06 ---Engines, Gas Turbine	15 ---Load Banks	25 ---Vibration Isolators
07 ---Engine Starters/Starting Aids	16 ---Motor Generator Sets	26 ---Voltage Regulators
08 ---Filters, Lube Oil, Fuel or Air	17 ---Radiator/Heat Exchangers	27 ---Wiring Devices or Receptacles
28 ---Fuel Cells	18 ---Relays, Protective or Synchronizing	
03 ---Fuel Tanks and Fuel Storage Systems	19 ---Silencers/Exhaust Systems/Noise Abatement	
09 ---Generator Laminations	20 ---Solenoids	
10 ---Generator Sets		

Enter codes here:

Products sold: _____

Products rented: _____

Products serviced: _____

Do you buy AND sell equipment? ☐ Yes ☐ No

Do you manufacture packaged equipment? ☐ Yes ☐ No

6. Sponsor(s): A "Sponsor" is an EGSA Member who interested you in filling out this application. It is not mandatory that you have a sponsor for the Board to act favorably on this application; however, if a Member recommended that you consider membership, we request that individual's name and company name for our records.

Sponsor Name _____ Company Name _____

7. Official Representative's Authorization

Signature _____ Date _____

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Electrical Generating Systems Association

The Voice of the Global On-Site Power Industry for over 40 years

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EGSA Job Bank

EMERGENCY POWER SYSTEM SPECIALISTS Generator Technician—Experienced

Emergency Systems Service Company in Quakertown, PA, a leading provider of emergency generator sets, has an immediate opening for a technician with a minimum of three years diesel engine/generator set background/experience. Responsibilities will involve troubleshooting, repair and the planned maintenance services of generator sets and peripheral equipment. A neat appearance, clean driving record and good people skills are required. We offer a highly attractive compensation with an outstanding benefits package. A company vehicle and additional training provided. If you are interested in becoming part of our team, please call (215) 536-4973, ext. 25.

Generator Technician—Apprentice

Emergency Systems Service Company in Quakertown, PA, a leading provider of emergency generator sets, has an immediate opening for a person with a strong mechanical/electrical background interested in a career in the power generation service field. Responsibilities will involve minor troubleshooting, repair and the planned maintenance services of generator sets and peripheral equipment. A neat appearance, clean driving record and good people skills are required. An outstanding benefits package, company vehicle and additional training provided. If you are interested in becoming part of our team, please call (215) 536-4973, ext. 25.

Sales/Service Engineer

Sales/service engineer needed by southern California company to sell engine generator sets. Experience required. Please respond with cover letter, resume and salary history via email to j.kellough@egsa.org.

Generator Field Technicians

TAW, Inc. is searching for experienced Generator Field Technicians in Tampa, Ft. Myers and Pompano Beach FL and Savannah, GA. Duties include: inspections, repairs, services and start-up of generators and ATS. Troubleshoot Generators and automatic transfer switches. E-mail resume to ellen.donegan@tawinc.com. Fax (813) 612-2609. AA/EOE. DFVP. Check out our web site www.tawinc.com.

Power Systems Sales Representative

TAW Power Systems, Kohler Generator "Distributor of the Year 2006," is adding to its South Florida sales force. TAW sells Kohler generators in multiple markets in Florida and South Georgia. This position requires prior experience in generator sales. Must be able to travel, possess a good driving record and be computer literate. Salary with commission. E-mail a resume and salary history to ellen.donegan@tawinc.com or fax 813-612-2609. DFVP. AA/EOE. Web site www.tawinc.com

Senior Generator Technician

Candidates possess advanced troubleshooting knowledge of standby generator systems, including automatic switchgear, diesel and gaseous-fueled engines, brush and brushless alternators, and all associated components and subsystems. Ten years minimum experience required. Pay dependent upon skill level. Comprehensive benefit package. Fax resume and cover letter to 707-545-8930.

Generator Set Sales/Service

Experienced sales/service engineer needed by southern California company to sell engine generator sets. Please respond to j.kellough@egsa.org (reference PLND06JB-I).

Generator Technicians

Gen-Power Specialists, LLC. is seeking generator technicians for the San Francisco/Northbay Area, CA. Job duties include performing repairs, services, inspections, and start-up of generators and automatic transfer switches. Troubleshooting skills required. Email resume to aosborne@genpower1.net. Or Fax: (707) 792-0925.

Position Wanted

Individual with over 20 years of significant sales/management experience in the engine and power generation industry. Proven marketing and sales management skills with a track record of growth and profitability improvement.

Extensive and diverse power systems market segment experience, including: Petroleum, Marine, Agricultural, Mining, Governmental, OEM, Distributed Generation, CHP, and Foreign Governments.

Excellent understanding of the used and surplus markets. College degree, excellent interpersonal skills, participative management style, and strong, customer-led attitude. Ability to quickly make sound decisions. Willing to relocate. Please send reply via e-mail to j.kellough@egsa.org.

Generator Technician

Leete Generators, a northern California icon since 1910, has immediate openings for field technicians in its Santa Rosa location. Five years experience with standby generator systems, including subsystems and switchgear, is preferred. Must be organized, motivated, clean and conscientious. Great pay, benefits and training. Fax resume to Amy, 707-545-8930.

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- Rental—Kohler

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- Service Managers/Field Technicians
- EPG
- Switchgear/Controls

ENGINEERING

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Application Engineers

- EPG, Mechanical/Electrical
- Packaging
- Switchgear—Controls

SUPPORT

Project Management/Engineers

- Low/Medium Switchgear
- EPG—Gas/Diesel
- PSSR's—CAT



Power Search, Inc.

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(603) 329-1144 • Fax (603) 329-4796
E-mail: ed@powersearchinc.com



"The Power Generation Specialists"

Diesel Generator Technician

Kelly Generator and Equipment is a fast-growing, full-service distributor of Generac power generation systems representing multiple lines of automatic home standby and commercial/industrial generators located in the Washington, D.C. metropolitan area. We operate a multi-state maintenance and repair program providing service in the emergency power system market. We are currently seeking Generator Field Service Technicians in the VA, WV, MD, DE and south NJ area.

Qualifications: The successful candidate will have a high school diploma and a minimum of 3-5+ years experience servicing industrial generator sets and associated equipment; military experience is always a plus. You must be able to troubleshoot, service and repair the engine as well as the alternator end of the equipment. We provide internal training and offer factory training on the lines we represent. Qualified candidates must possess a "can-do" attitude and the ability to hit the ground running with little or no supervision, a strong work ethic and the ability to work in a fast-paced environment. Salary \$15-\$18 per hour. Full benefits, including company vehicle, medical, 401(k), paid time off. E-mail resume to gmarange@kge.com or fax to (301) 516-5471.

Generator Service Technician

Distributed Generation, Generator Service, Sales and Installation Company seeks a Service Technician for the San Francisco Bay Area region of California. Candidate must have good communication skills and experience in repairing diesel and CHP gas engine-driven generator sets with strong abilities in engine overhaul or generator and control troubleshooting and repair. The most desirable candidate will have experience in both areas with a 3-year minimum proven track record. Compensation is industry competitive with pay commensurate with experience and abilities. E-mail resume to info@westernmachinery.com or fax to Service Technician at (707) 747-5215.

Generator Field Technicians

Loftin Equipment Co., Inc. KOHLER GENERATOR DISTRIBUTOR is currently seeking entry level and experienced Generator Field Technicians (Mechanics) for our locations in PHOENIX, AZ and LAS VEGAS, NV. Candidate will be responsible for service, repairs, preventive maintenance and start up. Gas and diesel engines mechanical background. Controls, transfer switches a plus. Kohler equipment and switchgear a plus. Competitive pay depending on experience and ability. Excellent benefits package. E-mail resume to gerrys@loftinequip.com. Fax 602-272-7582.

Experienced Generator Technician

The Power Connection, Inc. of Harrisonburg, VA is looking for a full-time Generator Service Technician. Candidate must be proficient in troubleshooting, repair, inspection and startup of diesel/gas engines, generators and transfer switches. Competitive wages and benefits. Qualified applicants may contact us at 800-895-9981 or send their resumes to fax 540-574-0181 or e-mail at klr91@adelphia.net.

EGSA Job Bank Guidelines—EGSA will advertise (free of charge) EGSA Members' job openings each issue in the Job Bank. Blind box ads using the EGSA Job Bank address are available upon request. Companies who are not members of EGSA may utilize the Job Bank for a nominal fee of \$50. Please send your classified ad (limited to about 50 words) to: **EGSA Job Bank**, 1650 S. Dixie Hwy, Suite 500, Boca Raton, FL 33432. Or, send it via e-mail to: j.kellough@egsa.org

Field Service Technicians

Comet Industrial Products, a Generac Power Systems USD located in Kansas City, has multiple openings for Field Service Technicians. We are seeking individuals with at least three years of experience or training in diesel and/or gas engine repair. Diagnosis and servicing of electrical and/or electronic equipment is required. Previous experience in generator service and repair is a plus. We offer a competitive wage, company vehicle, factory training, insurance, paid vacation and 401K. Please apply to: Field Service Manager, Comet Industrial Products, Fax (816) 245-5435 or by e-mail to gtpidcoe@cometind.com. (EOE) A post-offer, pre-employment drug screen is required. For more information about our company, please visit our web site at www.cometind.com.

Kelly Generator & Equipment, Inc. Territory Sales Manager

Immediate opening in southern MD
Salary: 45-60k, commensurate with experience + commission
Market stand-by emergency power generation solutions to consulting engineers, electrical and general contractors, industrial end-users, health care facilities and mission critical data centers. Respond to "bid & spec" opportunities.
Education: Four-year college degree or equivalent experience. Three-year industrial sales experience, preferably with power generation. Requires documented successes, strong customer relationships and aggressive contact strategies. Microsoft Office and CRM software tool knowledge needed. E-mail resume to gmarange@kge.com or fax to (301) 516-5471.

Engine/Generator Mechanic

Seasoned Engine/Generator Mechanic wanted for northern Virginia area. Flexible work schedule with growing company. 20 years experience preferred. Candidates must have firsthand knowledge of traffic dynamics in the No-VA, MD and DC area and be able to arrange their workday to minimize lost time in traffic while completing their assigned work in a high-quality, timely manner. Send introductory letter and resume to customerservice@gentune.com.

Generator Sales

Florida distributor is growing and adding to its sales force. Hot market in Orlando, FL area. Position requires previous experience in Generator Sales. Candidate must live in market area. Bid, Spec and Private Negotiated. Salary plus commission. Please forward resume and salary history to app2u@yahoo.com.

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EPG Field Service Technician

Exciting opportunity is waiting for the right person to join our Bartonville, IL service team! Perform diagnosis, repairs and maintenance on Caterpillar Electric Power Generation equipment. This includes switchgear and electrical controls. Ability to read electrical schematics and engine experience required. PC skills and excellent customer service skills required.

Please e-mail resume to:
power@altorfer.com

Generator Field Service Technicians

Nixon Power Systems Company is in the process of recruiting trained service technicians at all four of our locations in Nashville, Louisville, Atlanta and Charlotte. Most positions are home based. We offer a competitive wage scale and a benefit package, including full health, dental and optical coverage, 401k plan and profit sharing. Company vehicles are provided for home-based positions. Relocation packages are available; we also offer paid factory training on an annual basis. Financial consideration will be given to EGSA Certified Technicians. Please contact Mylinda Vollet, HR Manager, for additional information at (888) 826-4966 ext. 2232 or email btowry@nixonpower.com

Switchgear Design Engineer

Great North Florida location! 26+ year old company seeking candidates with BSEE and extensive expertise in the design of low- and medium-voltage switchgear, electrical control panels, digital multi-function relays and PLC programming. E-mail resume with salary requirements to ebrown@trcstaff.com. \$500 acceptance or referral bonus!

Generator Technicians

Cummins Northwest, LLC, Seattle, WA is hiring experienced diesel/generator technicians. Candidates should have a background or experience in troubleshooting, repair, planned maintenance servicing, and Gen-Set installations. Clean driving record along with outstanding customer service skills are a must. Qualified applicants willing to relocate may e-mail resume and salary history to paul.heidenreich@cummins.com

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Association and Industry News

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depth of knowledge and dependability of its service professionals, expert engineering services, systems group, and world-class 24X7 customer service centers.

"Eaton continues to strengthen its market position through strong customer focus and competitive business strategies," notes Sapru. "The company wants to be recognized as a 'power distribution market leader' and a 'total power quality solutions provider' and with the launch of PowerChain Management it is all set to achieve this goal."

MQ Power Adds New Plant

In an effort to further diversify its North American operations, MQ Power has opened a new 180,000-square-foot (16,200 sq. meters) facility in Lewisville, Texas, about 20 miles northwest of Dallas.

Additional assembly and modification functions, primarily on the company's Ultra-Silent Series and Super Silent Series portable generators, are performed at the property to supplement MQ Power's existing Santa Fe, Calif. and Danville, Ky. operations. The company's generator trailers will also be assembled at the Lewisville facility.

"In addition to increasing our generator

and trailer capabilities, the property allows us to better keep pace with growing customer demand," said MQ Power vice president David Brown. "This will also lower transportation costs from our various East and Southwest-area suppliers."

As the new assembly/modification plant integrates additional technologies and resources in the years ahead, generators will also be manufactured on-site, Brown said.

MQ Power manufactures a full line of self-contained power generators ranging in size from 7kW to 2 megawatts. For more information, call 800/883-2551 or visit www.mqpower.com ■




EGSA President Dale Slemp recognized outgoing members of the EGSA Board of Directors at the recent Fall Conference. (From left) Directors Ron Hartzel, Mark McNeely and Bill Pafford received plaques in recognition of their "dedication and service to the Association." Mr. Slemp also congratulated Mr. Hartzel on his election to the 2007 EGSA Executive Board.

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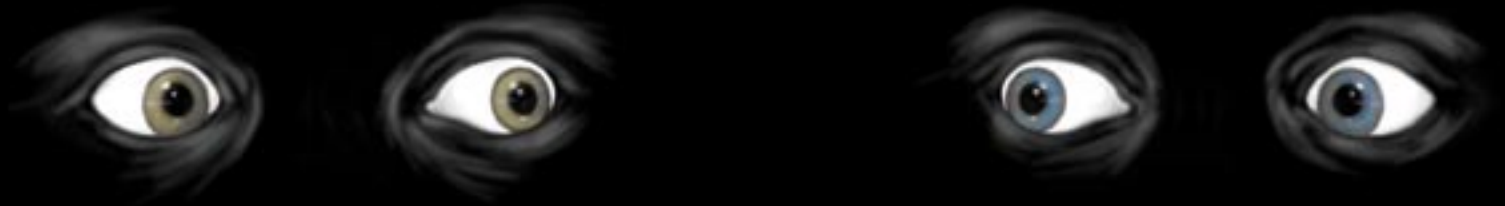
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